JOURNAL of BUSINESS VENTURING

VOLUME 5 (1990) CONTENTS

Number 1 (January)

Howard Stevenson • EXECUTIVE FORUM
Susan Harmeling **Entrepreneurial Management's Need for a More "Chaotic" Theory 1**

William B. Gartner • **What Are We Talking About When We Talk About Entrepreneurship? 15**

Donald L. Sexton • **Female and Male Entrepreneurs: Psychological**
Nancy Bowman-Upton **Characteristics and Their Role in Gender-Related Discrimination 29**

Hollister B. Sykes • **Corporate Venture Capital: Strategies for Success 37**

Robert D. Hisrich • **Intuition in Venture Capital Decisions: An Exploratory**
A. D. Jankowicz **Study Using a New Technique 49**

Raymond W. Smilor • **University Spin-Out Companies: Technology Start-Ups**
David V. Gibson **From UT-Austin 63**
Glenn B. Dietrich

Number 2 (March)

John Freear • **Who Bankrolls High-Tech Entrepreneurs? 77**
William E. Wetzel, Jr.

Dennis M. Ray • **Factors Influencing Japanese Entrepreneurs in High-**
Dominique V. Turpin **Technology Ventures 91**

Paul Westhead • **A Typology of New Manufacturing Firm Founders in Wales: Performance Measures and Public Policy Implications 103**

Jeffrey G. Covin • **New Venture Strategic Posture, Structure, and**
Dennis P. Slevin **Performance: An Industry Life Cycle Analysis 123**

Number 3 (May)

Robert K. Kazanjian • **A Stage-Contingent Model of Design and Growth for**
Robert Drazin **Technology Based New Ventures 137**

Robert W. Stuart • **Impact of Entrepreneurial and Management Experience**
Pier A. Abetti **on Early Performance 151**

Takeru Ohe • **Japanese Entrepreneurs and Corporate Managers:**
Shuji Honjo **A Comparison 163**
Ian C. MacMillan

Daniel F. Jennings • **Aggressiveness of Response to New Business**
Samuel L. Seaman **Opportunities Following Deregulation: An Empirical Study of Established Financial Firms 177**

Number 4 (July)

Mamadou Diomande • EXECUTIVE FORUM
Business Creation With Minimal Resources: Some Lessons From the African Experience 191

Juan B. Roure • **Predictors of Success in New Technology Based Ventures**
and Robert H. Keeley **201**

John B. Miner • **Entrepreneurs, High Growth Entrepreneurs, and Managers: Contrasting and Overlapping Motivational Patterns 221**

James J. Chrisman, • **A Comparison of Assistance Needs of Male and Female**
Alan L. Carsrud, **Pre-Venture Entrepreneurs 235**
Julio DeCastro,
and Lanny Herron

Vijay K. Jolly • **Venture Management in Japanese Companies 249**
and Haruhisa Kayama

Number 5 (September)

Chong Li Choy • EXECUTIVE FORUM
Sources of Business Financing and Financing Practices: A Comparison Among U.S. and Asian Countries 271

S. Venkataraman, • **Starting Up in a Turbulent Environment: A Process**
Andrew H. Van de Ven, **Model of Failure Among Firms With High Customer**
Jeanne Buckeye, **Dependence 277**
and Roger Hudson

Donald A. Duchesneau and William B. Gartner • **A Profile of New Venture Success and Failure in an Emerging Industry 297**

Charles W. Ginn and Donald L. Sexton • **A Comparison of the Personality Type Dimensions of the 1987 *Inc.* 500 Company Founders/CEOs With Those of Slower-Growth Firms 313**

Allan L. Riding and Catherine S. Swift • **Women Business Owners and Terms of Credit: Some Empirical Findings of the Canadian Experience 327**

Number 6 (November)

Hock-Beng Cheah • EXECUTIVE FORUM
Schumpeterian and Austrian Entrepreneurship: Unity Within Duality 341

Sue Birley and Paul Westhead • **Private Business Sales Environments in the United Kingdom 349**

Burton V. Dean and Joseph J. Giglierano • **Multistage Financing of Technical Start-Up Companies in Silicon Valley 375**

Jeffrey G. Covin, Dennis P. Slevin, and Teresa Joyce Covin • **Content and Performance of Growth-Seeking Strategies: A Comparison of Small Firms in High- and Low-Technology Industries 391**

Ian C. MacMillan • EDITOR'S NOTE
Introduction of Kanter's Case Series 413

Rosabeth Moss Kanter, Jeffrey North, Ann Piaget Bernstein, and Alistair Williamson • **Engines of Progress: Designing and Running Entrepreneurial Vehicles in Established Companies 415**